

IF YOU STEER RELATIONSHIPS  
TOWARDS SUCCESS,  
WE WANT YOU IN OUR  
FAST GROWING FLEET.

NDB Bank is the parent company of the NDB Group, one of the fastest growing financial services conglomerates in Sri Lanka that also includes NDB Capital, NDB Investment Banking, NDB Wealth and NDB Securities. NDB Bank is also the only Corporate in Sri Lanka to officially be certified with the global EDGE Certification for gender equality. Throughout the years, the NDB Group has always been strengthening and empowering entrepreneurs, corporates and individuals in all economic strata.

## Team Leader - Corporate Banking

The job holder will be responsible for execution of strategy, business & operations plan for sustainable, profitable growth of identified client relationships within the sub team, in adherence to all applicable policies & regulatory requirements of the bank.

### THE JOB

- To act as an effective link between the Relationship Managers and Senior Management of corporate banking in ensuring the filtering of strategies & plan for the sub team
- To develop a specific plan for each Relationship Manager / sub team member together with the Chief Manager, covering all identified client relationships from the perspective of achieving the business & operational plan.
- To provide leadership to sub team members to achieve targets as per business plan, through continuous monitoring and course corrections
- To provide leadership to Relationship Managers to market new clients under acceptable risk return criteria
- To maintain a close working relationship with Cash Management, Electronic Banking, Supply Chain Finance and Transaction Banking segments, in order to maximize wallet share
- To ensure facility structuring based on credit appraisal, collateral / security valuation and such other factors
- To ensure special thrust on liability business lines to enhance CASA ratio & advances-to-deposits ratio
- To implement communication strategies that helps in client acquisition, wallet share gain and market share gain
- To ensure internal controls are maintained through self-audits
- To ensure detailed information collections relating to market potential, financials, risk assessment, physical verification, reference checks and such others, as per policy

### PERSON

- Possess a Bachelor degree in the field of Banking, Finance, Commerce or Accountancy or equivalent professional qualification from a recognized institute
- Possess over 10 years of banking experience
- Possess strong leadership skills to manage and develop staff
- Excellence in Planning & Organizing, Relationship Management, Negotiation, Influencing Skills and People Management Skills
- A team player with excellent communications skills

This position is at Senior Manager level

Please log in to <https://www.ndbbank.com/careers> to apply on or before 17<sup>th</sup> May 2020.

We will correspond only with the shortlisted applicants.

"We are an equal opportunity employer"

